


## Real Estate Senior Associate

Ashurst's Real Estate Team, Sydney

### Recruitment

<b>About Ashurst</b>	<p>Ashurst is a leading progressive global law firm with a rich history spanning more than 200 years. We are proud of our history and are future-focused, having expanded into new technologies through our NewLaw division, Ashurst Advance, and our consulting arm. Our in-depth understanding of our clients and commitment to providing excellent standards of service have seen us become a trusted adviser to local and global corporates, financial institutions and governments in all areas of commercial law. To find out more please visit <a href="http://www.ashurst.com">www.ashurst.com</a>.</p>
<b>Team overview</b>	<p>Ashurst operates at the heart of the real estate industry worldwide.</p> <p>Our team advises on all aspects of real estate activity including high-profile acquisitions and divestments, asset management, large-scale development schemes, real estate finance, funds, joint ventures, construction, planning, environment and tax advice. We also advise on major urban regeneration projects, the real estate aspects of energy, resources and infrastructure projects, property financing transactions, public private partnerships and private finance initiatives.</p> <p>Our market-leading expertise and commercial focus allows us to carry out the most complex and often pioneering transactions across the real estate space.</p>
<b>Job overview</b>	<p>The Real Estate team is looking for a property Senior Associate with 5 + years' experience.</p> <p>You will work on mainstream property transactions such as land and building acquisition and disposal, leasing, subdivision and development work in addition to major corporate acquisitions and hotel and leisure related matters including gaming and liquor licencing. You will advise a diverse client base including the hotel and leisure sector's largest investors, developers, hotel owners, hotel operators, financiers and venue and casino owners.</p> <p>The Sydney Real Estate team is a relaxed and supportive group of people that create a collegiate environment in which junior lawyers are coached and mentored by senior staff. The team values collaboration, novel thinking, hard work and a good sense of humour.</p> <p><b>Main Tasks:</b></p>

	<ul style="list-style-type: none"> <li>• Drafting, reviewing and negotiating sale contracts and leasing documents.</li> <li>• Advising clients and preparing formal legal opinions.</li> <li>• Undertaking property due diligence.</li> <li>• Negotiations with counterparts.</li> <li>• Matter completion, settlements and post-closing work.</li> <li>• Business development and networking activities.</li> </ul> <p><b>Description of Senior Associate role:</b></p> <ul style="list-style-type: none"> <li>• You will take day to day responsibility for more straightforward matters and actively progress complex matters with partner, counsel and senior associate support. You will be able to demonstrate well developed drafting skills.</li> <li>• You will be confident and effective in negotiations with counterparts.</li> <li>• You will be effective in communicating with clients in order to understand their needs and how best to meet them. You will also have the ability to assist clients in arriving at practical and cost effective solutions. You will be effective in forming relationships with clients.</li> <li>• You will be able to identify when a team member needs support and will be approachable for advice, giving constructive feedback.</li> <li>• You will understand the way our business, competitors and clients are developing and work with the business development team to use this information to develop business opportunities.</li> <li>• You will have excellent attention to detail, identifying inconsistencies that indicate problems with quality of work or a misunderstanding of clients' needs.</li> </ul>
<b>Essential skills and experience</b>	<ul style="list-style-type: none"> <li>• You will already have acquired 5+ years property experience.</li> <li>• excellent communication skills, both written and verbal.</li> <li>• superior drafting ability.</li> <li>• a commercial approach and an ability to negotiate contracts for sale and commercial leases effectively.</li> <li>• strong attention to detail with well-developed analytical skills.</li> <li>• ability to be team-focused and also work independently.</li> <li>• ability to conduct negotiations on acquisition of buildings/land.</li> <li>• a proactive, positive and energetic approach with a commitment to providing excellent service and, a desire to interact with the market and build client relationships.</li> </ul>
<b>Recent work</b>	<ul style="list-style-type: none"> <li>• Hines: Advised on the establishment of a \$1.5bn build-to-rent joint venture with Cadillac Fairview.</li> </ul>

	<ul style="list-style-type: none"> <li>• Tattarang: Advising on the \$350m acquisition and development of the luxury six-star hotel Waldorf Astoria (a division of Hilton), being developed by Lendlease as part of its \$3bn One Circular Quay development.</li> <li>• Mirvac: Advised on the replacement of trustee and manager of \$7.7bn AMP Capital Wholesale Office Fund.</li> <li>• Capitaland: Advised on the \$442m acquisition of 50% of Greenwood Plaza and 101-103 Miller Street, North Sydney.</li> <li>• Savills: Advised on their \$80m+ acquisition of a 75% interest in the Forest Lakes Shopping Centre in Western Australia.</li> <li>• Logos: Advised one of Logos Property's funds where we act on the acquisition, development, construction, leasing and financing for the portfolio. We also advised the capital partner on the establishment of the fund, including investment management, development management and property management arrangements.</li> </ul>
<b>Career advancement</b>	An established Associate Career Path Framework is in place clearly defining expectations and outlining opportunities for promotion.
<b>Secondment opportunities</b>	Opportunities often arise for associates to spend time on secondment in house with a key client of the firm. From time to time, secondment opportunities also come up within other Ashurst offices in Europe, North America, Asia and Australia.
<b>Background checks</b>	In order to comply with regulatory and client requirements, Ashurst will undertake appropriate vetting of staff. When applicants accept a job offer, Ashurst, alongside a specialist provider, will undertake professional verification and background checks. These checks are only undertaken with consent, and in accordance with our legal and regulatory obligations.
<b>Partner Profiles</b>	
	<p><b>Pauline Tan</b> has extensive experience on all aspects of real estate transactions and provides strategic advice on commercial and legal real estate issues, including direct investments (through the sale or disposal of the asset or shares in the company holding the asset) and indirect investments (through an investment vehicle, joint venture or fund investment).</p> <p>While her background is in commercial real estate, Pauline's practice has most recently focused on the alternate assets classes, including student accommodation and logistics. Pauline also has significant knowledge and experience of the hotels market and industry. Her work in advising developers, owners, operators and joint venture partners in the Australian market is complemented by her time in Hong Kong and Brussels advising on the development and operation of hotels, including resorts and various forms of mixed-use developments in Asia and the Europe, Middle East and Africa region.</p>



**John Stawyskyj** specialises in commercial and property law and advises corporate clients investing in real estate interests around Australia.

John has extensive experience in all aspects of property transactions, including assisting clients with acquisitions, disposals, joint venture arrangements, development projects, leasing, financing arrangements, property management and relevant hotel and gaming regulatory issues. He also has experience in the negotiation and drafting of management and operating agreements relating to hotels and other tourist assets and venues.



**Vicki Aron** has over 17 years of experience in the area of commercial property. She works with government and private sector clients and specialises in major property projects, development transactions, commercial, industrial and retail leasing and acquisitions and disposals.



**Lindy Randall** is a partner in our real estate practice

Lindy has extensive experience advising on the acquisition, sale and leasing of hotels and commercial properties, assisting with joint ventures (such as for hotel and property ownership and developments), advising on the regulation of foreign investment into Australia and advising on management agreements, key commercial contracts and leases.

Lindy also advises on liquor and gaming laws and regulations in Australia and gaming related contracts and arrangements.

Lindy has been involved in a number of significant transactions and also works closely with her clients in connection with their various day to day operational and commercial issues, business agreements and advices. Lindy also has considerable experience in the establishment of joint ventures, both incorporated and unincorporated, for hotel and property ownership and development.